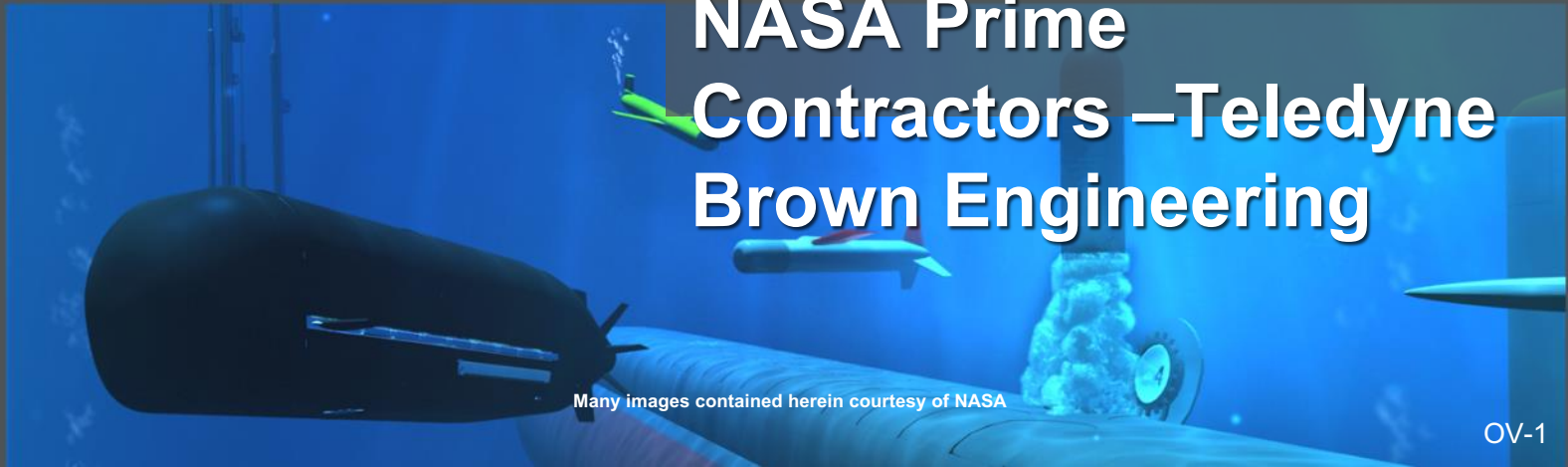


# Doing Business with NASA Prime Contractors –Teledyne Brown Engineering



Many images contained herein courtesy of NASA

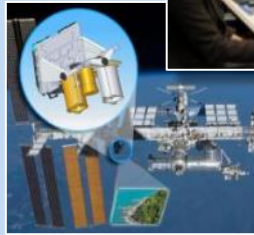
## Mission Systems

- Systems Engineering
- Modeling and Simulation
- Test and Evaluation



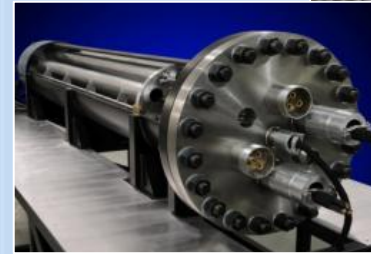
## Space Systems and Commercial Space Imaging

- Multi-User System for Earth Sensing
- Mission Planning and Control Center Operations
- Payload/Cargo Integration
- Space Flight Hardware



## Energy & Environment

- Chemical Processing Equipment
- Electrical Penetration Assemblies
- Facilities M&O
- Radiological/Classified Laboratories



## Marine & Aviation

- Naval Vessel Design and Manufacture
- LCS Gun Mount
- Army Missile Round Trainer
- Mine Seeking Hardware





## ► **TBE NASA PRIMARY PROGRAMS**

- **MSFC Engineering Solutions & Prototyping (ESP) Prime Contract**
  - SLS Launch Vehicle Stage Adapter (LVSA)
  - ISS – Microgravity Science Glovebox (MSG)
  - ISS – Materials Science Research Rack (MSRR)
- **MSFC Mission Operations and Integration (MO&I) Prime Contract**
  - IDIQ Opportunity



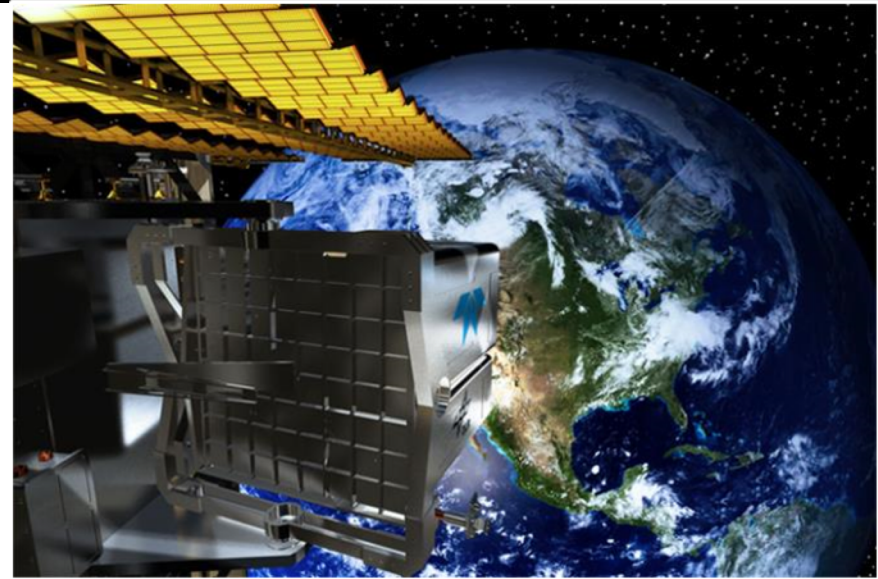
## ► **LOCATIONS**

- Teledyne Technologies Headquartered in Thousand Oaks, CA, with locations across the globe.
- Teledyne Brown Engineering, Inc., headquartered in Huntsville, AL with locations in Colorado Springs, CO, Knoxville, TN, and Oak Ridge, TN. NASA prime contracts at MSFC.



## ► Multi-User System for Earth Sensing (MUSES)

- ◆ Contract Type: Cooperative Agreement with Johnson Space Center (JSC)
- ◆ Scope:
  - Deliver pointing platform providing precision pointing, power, and data services for earth pointing payloads.
  - Launched to the International Space Station (ISS) on a Space-X Falcon 9 at NASA's Kennedy Space Center (KSC) June 3, 2017.
  - MUSES installed on the ISS with fully operating capability September 2017.
  - Partnered with DLR for Hyperspectral Imager
  - Scheduled Launch June 9, 2018 on Space-X 15 at KSC.





## ► **HOW TO DO BUSINESS WITH TBE**

- Meet the Small Business Liaison Officer (SBLO)
- Register with Dunn & Bradstreet (D&B), System for Award Management (SAM) (update annually or as company capabilities and key contacts change)
- Meet TBE Supplier Requirements
  - General Terms & Conditions/ Form F-332 Quality Terms for Purchase Orders/Special Terms and Conditions of Purchase
- Meeting with Program Manager, Business Development, Capture Manager on specific programs or upcoming opportunities

## ► **DETAILS**

- Ability to work as a Team
- Customer Focused
- Provide reasonable cost
- Has relevant experience/past performance
- Patient with the Prime & Customer
- Commitment to invest resources (B&P monies)
- Understands the issues and can develop a path ahead for future business
- Fosters relationship



## ▶ ***WHAT DOES YOUR COMPANY PURCHASE***

- Engineering Services (Structural, Mechanical, Electrical, Software Developers)
- Manufacturing Capabilities
- Nuts, Bolts, Screws, Materials, etc.
- Niche Capabilities

## ▶ ***UPCOMING PROCUREMENTS***

- Focus Areas - Specific NASA Centers
- Engineering Services Opportunities - Engineering and Integration
- Hardware Build/Manufacturing Opportunities
- Interest in subcontracting opportunities on Small Business Set-asides and teaming on Full and Open opportunities



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